

URBAN/MUNICIPAL

CA4 ON HBL V89

A35M

1997

AGENDA/MINUTES
MARKETING & SALES
COMMITTEE OF HAMILTON
ENTERTAINMENT &
CONVENTION FACILITIES

URBAN/MUNICIPAL
CAY ON HBL V89
A35M
199

MARKETING AND SALES COMMITTEE

Wednesday, October 22, 1997
8:00 a.m.

HAMILTON PLACE Board Room

ORDER OF BUSINESS
AGENDA

URBAN MUNICIPAL

DEC 11 1997

GOVERNMENT DOCUMENTS

DECLARATION OF CONFLICT OF INTEREST

1. Chairman's Remarks

ACTION ITEMS

- A. Standing Committee and Board Meeting Schedule :
Changes due to Municipal Election

Attachment A

INFORMATION ITEMS

2. Correspondence

Nil

3. Minutes of September 17, 1997

Attachment 3

- 3.1 Errors or Omissions
3.2 Motion to Approve

4. Business Arising From the Minutes

- 4.1 Internet Update

Verbal

5. Reports

- 5.1 Future Confirmed Events/Bookings
5.2 CEO's Report
5.3 Sales Reports

Attachment 5.1
Attachment 5.2
Attachment 5.3

6. Private and Confidential / Contractual Matters

7. New Business

8. Other Business

9. Date of Next Meeting:

TBA

10. Adjournment

OUTSTANDING BUSINESS

A.

MEMO TO: **MARKETING AND SALES COMMITTEE
OPERATIONS COMMITTEE
FINANCE AND ADMINISTRATION COMMITTEE**

FROM: Gabe Macaluso
 Managing Director/CEO

DATE: October 14, 1997

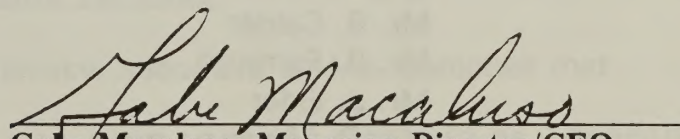
SUBJECT: **STANDING COMMITTEE AND BOARD
MEETING SCHEDULE : MUNICIPAL ELECTION**

RECOMMENDATION:

**THAT H.E.C.F.I. ADJUST ITS STANDING COMMITTEE AND BOARD
MEETING SCHEDULE TO REFLECT THE CHANGES MADE TO CITY
COUNCIL'S MEETING SCHEDULES; and**

**THAT ACCORDINGLY, STANDING COMMITTEES AND BOARD
MEETINGS IN NOVEMBER BE CANCELLED; and**

**THAT DECEMBER STANDING COMMITTEES AND BOARD
MEETINGS BE AT THE CALL OF THE CHAIR.**


Gabe Macaluso, Managing Director/CEO

BACKGROUND:

- The foregoing recommendation is presented as a result of changes made to the meeting schedules of City and Regional Councils because of the Municipal Election taking place November 10th.
- The term of office for the present members of City Council expires on December 1st. The City's Inaugural meeting has been tentatively scheduled Thursday, December 4th. The Region's Inaugural meeting is scheduled to take place December 8th and it is being recommended that both the City and Region meet December 16th.

#3

**THE HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.**

MARKETING AND SALES COMMITTEE

Wednesday, September 17, 1997

8:00 a.m.

Hamilton Place Board Room

MINUTES

PRESENT: Mr. F. Deys, Vice-Chair
Mr. J. Kujavsky
Ms. B. Campbell

ALSO PRESENT: Mr. G. Macaluso
Mr. J. Leuser
Mr. B. Calder
Mr. S. Farrauto
Mr. J. Elder
Ms. D. Vivian

REGRETS: Mayor R. Morrow
Alderman T. Anderson
Mrs. M. Dow
Mr. J. Nelson

1. Chairman's Remarks

Mr. Deys called the meeting to order at 8:25 a.m. In his opening remarks Mr. Deys advised that of the 550 delegates who attended the recent CSAE convention, HECFI's Marketing and Sales staff are pursuing 250 as future potential clients. Mr. Deys noted the televised HECFI advertisement for upcoming events as well as the on-air advertisements during a recent TiCat game and commended staff for their initiative.

It was agreed that 4.1 of the Agenda, Internet Update would be moved to the end of the meeting.

2. Correspondence

Correspondence included in the agenda package was received as information.

3. Minutes of June 18, 1997

MOVED by Mr. Kujavsky, seconded by Ms. Campbell that

THE MINUTES OF THE JUNE 18, 1997 MEETING BE APPROVED.

MOTION CARRIED.

4. Business Arising From the Minutes

4.1 Internet Update

The item was ultimately deferred.

5. Reports

5.1 Future Confirmed Events/Bookings

Future confirmed events/bookings for Hamilton Place, Copps Coliseum and the Convention Centre for the months September through November were received. During discussion of events, the CEO reported that Corey Hart is not doing well; Reba and Brooks & Dunn have sold close to 11,000 tickets to date and is expected to sell out completely despite the increase in the ticket price (a date has been put on hold for 1998); 8,000 tickets have been sold for the Maple Leaf vs Panthers game which is expected to be a sell-out; video coverage is hoped to spur sales to the Village People event; Andre-Philippe Gagnon is expected to sell out; Aretha Franklin goes on sale September 26th.

5.2 CEO's Report

The CEO's September Report was received. It was noted that item 4 should read International CAKE Exploration Society. Sal Farrauto clarified that this large convention is coming to Canada from the U.S. for the first time. The convention attracts up to 2,000 - staff have been in negotiations with convenors for approximately one year. Eight additional performances of Toni 'n Tina's Wedding will be held during December at the Convention Centre. The Zurich Canada convention was expected to generate an estimated \$40,000 in revenue - that has been expanded to an estimated \$140,000. Unfortunately, delegates at this convention have made several complaints about their hotel stay; the CEO will meet with hotel management to discuss the issues. Staff who worked on the C.S.A.E. and C.C.M.A. events will be treated to an appreciation reception and a ticket to the Elvis skating show Sunday,

6. Private and Confidential

MOVED by Ms. Campbell, seconded by Mr. Kujavsky that
THE MEETING MOVE INTO AN IN-CAMERA SESSION AT 8:55 A.M.

MOTION CARRIED.

MOVED by Mr. Kujavsky, seconded by Ms. Campbell that
THE IN-CAMERA SESSION BE ADJOURNED AT 9:09 A.M.

MOTION CARRIED.

7. New Business

7.1 Copps Coliseum : Scoreclock

Management has entered into discussions with advertising companies to establish the feasibility of tendering for the retrofit including improvements to the Copps Coliseum Scoreclock. The present scoreclock (which was purchased from Winnipeg) requires repair to the Message Centre portion of the clock. Management is exploring the possibility of additional signage and expanding the Message Centre. Currently there are two advertisers - C.H.M.L. and McDonald's.

7.2 Video Screens : Bulldogs' Games

The CEO advised that the Bulldogs would like to place big video screens at either end of the arena during Bulldogs' games. Mr. Macaluso clarified that Lakeport signage will be protected.

8. Other Business

Nil

9. Date of Next Meeting

Wednesday, October 22, 1997

8:00 a.m.

Hamilton Place Board Room

10. Adjournment

The meeting adjourned at 9:25 a.m.

TAKEN AS READ AND APPROVED

Mr. Fred Deys, Vice-Chair

Patricia Bennett, Secretary



**Hamilton
Entertainment
and Convention
Facilities Inc.**

5.1

Hamilton Place
10 MacNab Street South
Hamilton, Ontario
L8P 4Y3
Tel. 546-3100
Fax 521-0924

REPORT TO : MARKETING & SALES COMMITTEE

FROM : Mr. Gabe Macaluso
Managing Director/CEO

COPIES TO :

- Mr. John Elder**
Manager of Programming
- Ms. Sandra Gruba**
Arena Programmer
- Mr. Rich Rakoczy**
Theatre Programmer
- Ms. Diana Bordonaro**
Programming Assistant

DATE : 1997 October 14

RE : CONFIRMED EVENTS/PERFORMANCES
OCTOBER 1997 TO DECEMBER 1997

The attached chart details the status of confirmed events/performances at Copps Coliseum and Hamilton Place for October 1997 to December 1997.

Respectfully submitted:

Gabe Macaluso
Managing Director/CEO

Confirmed Events/Performances

OCTOBER	HAMILTON PLACE	COPPS COLISEUM
Total of 22 confirmed events/performances		
1,2		Bulldogs Training Camp (R)
3	Corey Hart (CP)	Bulldogs vs Albany (R)
5		Reba/Brooks & Dunn (R)
7		Teachers' Rally (R)
10		Bulldogs vs Rochester (R)
14		Bulldogs vs Syracuse (R)
17		Bulldogs vs Rochester (R)
18	Opera Hamilton - Don Giovanni (R) (9-16 load in/setup/tech/reh days) (17,19-22 - dark days)	Great Lakes Network (R)
19		Great Lakes Network (R)
21		Bulldogs vs Adirondack (R)
23, 25	Opera Hamilton - Don Giovanni (R)	
24	Niagara Sales Congress (R)	Raptors vs Denver (R)
25		Village People (P)
26	N.H.O. - Classics 2 (R)	
30,31	Harmony Inc. - 38th Anniversary (R)	

Confirmed Events/Performances

NOVEMBER	HAMILTON PLACE	COPPS COLISEUM
Total of 24 confirmed events/performances		
1	Harmony Inc. (R)	
2		Bulldogs vs Providence (R)
4	An Evening with John McDermott (CP)	
6	Romantic Arts Festival (R)	
7	McMaster Convocation (R)	Bulldogs vs Syracuse (R)
8	New Hamilton Orchestra (R)	Bulldogs vs Syracuse (R)
9	Romantic Arts Festival (R)	Hollywoof (R)
11	Andre Philippe Gagnon (CP)	
12	Jann Arden (CP)	
14		Bulldogs vs Albany (R)
15,16		Great Lakes Network (R)
21		Bulldogs vs Rochester
23		Aretha Franklin (P)
22,27	Opera - Die Fledermaus (R) (13-19 - load in/set up/tech/reh/days (21,23-26,28 - dark days)	
28		Lord of the Dance (CP)
29	Opera - Die Fledermaus (R)	Lord of the Dance (CP)
30	Roger Whittaker (R)	

Confirmed Events Performances

DECEMBER	HAMILTON PLACE	COPPS COLISEUM
Total of 27 confirmed events/performances		
2		Bulldogs vs Fredericton (R)
5		Bulldogs vs Albany (R)
6	Bach Elgar - Messiah (R) (5-rehearsal)	Great Lakes Network (R)
7		Great Lakes Network (R)
11	The Nutcracker (R) (7-10 move in/set up days)	
12,13	The Nutcracker (R)(move out 14)	Bulldogs vs Cincinnati (R)
17	Geritol Follies Christmas Show (R) (16-set up/reh day)	Bulldogs vs Rochester (R)
18	Geritol Follies Christmas Show (R)	
19	Canadian Orpheus Male Choir (R)	
21	N.H.O. - The Magic of Christmas (R)	Dofasco Christmas Party (R) (move in 18,19,20/move out 22)
22	Canadian Brass Christmas Show (CP)	
23		Bulldogs vs Fredericton (R)
27,29		Bulldogs vs St. John's (R)
30,31		Giant Holiday Circus (CP)

**THE HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.**

MEMORANDUM

TO: Mr. G. Macaluso
Managing Director/CEO

FROM: S. Farrauto
Hospitality Programming and Sales Manager

DATE: 1997 October 14

SUBJECT: CONFIRMED BOOKINGS AT HAMILTON CONVENTION CENTRE -
SEPTEMBER, OCTOBER AND NOVEMBER 1997

MONTH OF SEPTEMBER, 1997

<u>TYPE OF EVENT</u>	<u>TOTAL # OF EVENTS</u>	<u>TOTAL ESTIMATED ATTENDANCE</u>
BANQUETS	12	2,915
MEETINGS	12	1,366
CONVENTIONS	2	1,300
TRADE & CONSUMER SHOWS	0	0
OTHER	1	80
TOTAL	27	5,661

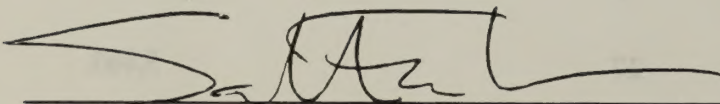
MONTH OF OCTOBER, 1997

<u>TYPE OF EVENT</u>	<u>TOTAL # OF EVENTS</u>	<u>TOTAL ESTIMATED ATTENDANCE</u>
<i>BANQUETS</i>	21	6,335
<i>MEETINGS</i>	9	1,452
<i>CONVENTIONS</i>	1	200
<i>TRADE & CONSUMER SHOWS</i>	0	0
<i>OTHER</i>	4	1,450
<i>TOTAL</i>	35	9,437

MONTH OF NOVEMBER, 1997

<u>TYPE OF EVENT</u>	<u>TOTAL # OF EVENTS</u>	<u>TOTAL ESTIMATED ATTENDANCE</u>
<i>BANQUETS</i>	15	2,872
<i>MEETINGS</i>	10	2,387
<i>CONVENTIONS</i>	0	0
<i>TRADE & CONSUMER SHOWS</i>	1	10,000
<i>OTHER</i>	6	4,500
<i>TOTAL</i>	32	19,759

Respectfully submitted,



Sal Farrauto
HOSPITALITY PROGRAMMING & SALES MANAGER

**CEO'S REPORT TO THE MARKETING AND SALES COMMITTEE
OCTOBER 1997**

1. CIAU Men's Basketball Championships

H.E.C.F.I. staff continue to work with the Region and McMaster in attempting to draw this Championship out of Halifax for the years 1999 - 2003. Formal bid presentations to the CIAU will take place in February.

2. Great Lakes Network (Amway)

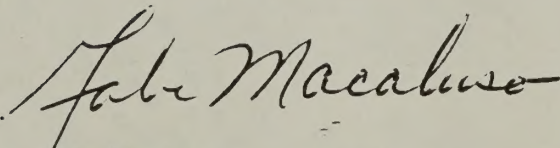
Based on the extremely successful events held at Copps Coliseum, Great Lakes Network is planning to return for seven events in 1998.

3. Tony n' Tina's Wedding

This co-promotion with New Faces and Festitalia has been a resounding success. As a result of this, an additional eight (8) performances have been added in December. All performances have been sold out.

4. Zurich Canada

Zurich Canada held an extremely successful corporate convention at the Hamilton Convention Centre. Staff is currently negotiating with Zurich for a return in the future.



Gabe Macaluso
Managing Director/CEO

SALES MONTHLY SALES OBJECTIVE REPORT

SEPTEMBER 1997

MONTH	MEALS & BANQUETS			MEETINGS			RECEPTIONS			WEDDINGS		
	Objective Events	Dollars	Attained Events	Objective Events	Dollars	Attained Events	Objective Events	Dollars	Attained Events	Objective Events	Dollars	Attained Events
January	25	250,000	26	10	20,000	15	2	8,000	0	1	4,000	0
February	16	100,000	11	18	11,000	18	4	7,000	2	2	9,000	0
March	10	75,000	6	10	10,000	18	4	8,000	1	1	4,000	0
April	15	60,000	9	15	10,000	18	4	6,000	1	1	4,000	0
May	10	40,000	13	15	12,000	12	3	5,000	2	1	4,000	2,929
June	10	50,000	4	13	9,000	9	2	5,000	0	0	0	10,561
July	10	40,000	1	10	8,000	9	1	5,000	0	1	4,000	4,260
August	10	40,000	11	20	20,000	11	1	4,000	0	1	5,000	0
September	16	45,000	8	17	15,000	20	4	8,000	3	1	4,000	4,025
TOTAL	122	700,000	89	128	115,000	130	25	56,000	9	9	38,000	21,775

MONTH	TRADE SHOWS			OTHER			CONVENTIONS			TOTALS		
	Objective Events	Dollars	Attained Events	Objective Events	Dollars	Attained Events	Objective Events	Dollars	Attained Events	Objective Events	Dollars	Attained Events
January	1	10,000	2	4	30,000	4	2	20,000	1	45	342,000	48
February	2	60,000	0	5	12,000	3	1	30,000	2	48	229,000	2,806
March	1	10,000	1	8	12,000	3	1	15,000	1	35	134,000	0,060
April	2	50,000	2	5	15,000	4	2	50,000	1	44	195,000	3,073
May	3	45,000	1	4	10,000	2	3	80,000	2	39	196,000	4,153
June	2	12,000	1	4	10,000	5	4	150,000	5	35	236,000	0,650
July	1	20,000	0	2	5,000	2	1	15,000	0	26	97,000	7,802
August	2	30,000	1	2	8,000	2	1	30,000	2	37	137,000	2,600
September	2	30,000	2	4	15,000	7	4	80,000	2	48	197,000	8,279
October										0	0	0
November										0	0	0
December										0	0	0
TOTAL	16	267,000	10	38	117,000	32	19	470,000	16	357	1,763,000	1,891

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5.3

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1999

HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.

REGULAR MEETING OF THE BOARD OF DIRECTORS

**URBAN
MUNICIPAL**

**Wednesday, November 24, 1999
12:00 Noon
Hamilton Convention Centre
Room 314**

URBAN MUNICIPAL

NOV 25 1999

ORDER OF BUSINESS

GOVERNMENT DOCUMENTS

DECLARATION OF CONFLICT OF INTEREST

1. Opening Remarks

ACTION ITEMS

- | | | |
|----|---|--------------|
| A. | Operations Committee Fourth Report of 1999 | Attachment A |
| B. | Marketing and Sales Committee Third Report of 1999 | Attachment B |
| C. | Finance and Administration Committee Fifth Report of 1999 | Attachment C |

INFORMATION ITEMS

- | | | |
|-----|--|---|
| 2. | Correspondence | Attachment 2 |
| 3. | Minutes of Regular Meeting Held October 27, 1999 | Attachment 3 |
| | 3.1 Errors or Omissions | |
| | 3.2 Motion for Approval | |
| 4. | Business Arising from the Minutes | |
| 5. | Reports | |
| | 5.1 Financial Summary for the Ten Month Period
Ended October 31, 1999 | Circulated at Meeting |
| 6. | Private and Confidential | |
| 7. | New Business | |
| 8. | Other Business | |
| 9. | Date of Next Meeting: | Wednesday, December 29, 1999 or
At the Call of the Chair |
| 10. | Adjournment | |

OUTSTANDING BUSINESS

-
- (i) Results of Comprehensive Study : Parking Facilities Adjacent to HECFI Facilities
-

November 19, 1999
Patricia Bennett
Legislative Assistant

A

OPERATIONS COMMITTEE FOURTH REPORT OF 1999

The Operations Committee presents its **FOURTH** Report of 1999 from its meeting held November 17, 1999 and respectfully requests approval of the following recommendations:

1. HP: Installation of Floor Carpeting and Wall Covering

THAT CHANGE ORDER NO. 1 IN THE TOTAL AMOUNT OF \$13,254.72 EXCLUDING APPLICABLE TAXES BE APPROVED AND THE CONTRACT AMOUNT BE INCREASED ACCORDINGLY SO AS TO INCORPORATE THIS ADDITION TO THE TENDERED COST.

2. HP: Acceptance of Tender for Refurbishment of the Great Hall Seating

THE TENDER SUBMITTED BY DUCHARME SEATING INTERNATIONAL INC., ST. LEONARD, QUEBEC, IN THE TOTAL AMOUNT OF \$346,550.00 INCLUDING ALL APPLICABLE TAXES TO REFURBISH THE SEATING IN THE GREAT HALL OF HAMILTON PLACE IN ACCORDANCE WITH THE SPECIFICATIONS ISSUED BY THE PURCHASING DIVISION AND THE VENDOR'S TENDER DATED 1999 NOVEMBER 8 BE ACCEPTED AND THAT THIS EXPENDITURE BE FINANCED FROM CAPITAL FUND ACCOUNT NO. 55916 929941069.

Respectfully submitted,

Andy Skrypnjak / *as*
Andy Skrypnjak, Chair

Patricia Bennett
Patricia Bennett, Secretary

B

MARKETING & SALES COMMITTEE THIRD REPORT OF 1999

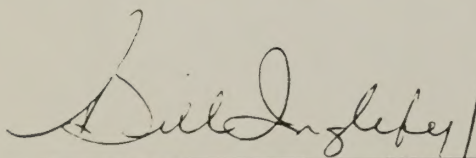
The Marketing & Sales Committee presents its **THIRD** Report of 1999 from its meeting held November 17, 1999 and respectfully requests approval of the following recommendation:

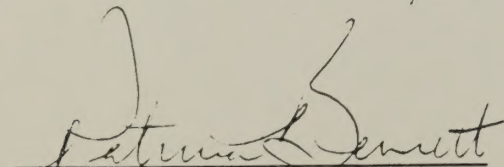
1. Review of Hospitality/Sales Functions

THAT THE HOSPITALITY/SALES AND CLIENT SERVICES SECTIONS BE RESTRUCTURED ON A ONE-YEAR TRIAL BASIS EFFECTIVE 2000 JANUARY 1 AND CONCLUDING 2000 DECEMBER 31 AS FOLLOWS:

- A) **THAT THE HOSPITALITY/SALES POSITION RESPONSIBLE FOR LOCAL SALES ACCEPTANCE BE TRANSFERRED FROM THE HOSPITALITY/SALES SECTION TO THE CLIENT SERVICES SECTION; and**
- B) **THAT THE TEMPORARY FULL-TIME EMPLOYEE CURRENTLY FULFILLING THE RESPONSIBILITIES ASSOCIATED WITH LOCAL ACCEPTANCE SALES BE RETAINED FOR THE TERM OF THE TRIAL AND TRANSFERRED TO THE CLIENT SERVICES SECTION; and**
- C) **THAT THE HOSPITALITY/SALES SECRETARY POSITION BE TRANSFERRED TO THE CLIENT SERVICES SECTION; and**
- D) **THAT THE CLIENT SERVICES REPRESENTATIVE POSITION CURRENTLY IN SALARY GRADE 11 (\$33,158.89 - \$38,993.76) BE RECLASSIFIED TO CLIENT SERVICES EXECUTIVE IN SALARY GRADE 12 (\$35,719.32 - \$41,980.12).**

Respectfully submitted,


Bill Ingleby, Chair


Patricia Bennett, Secretary

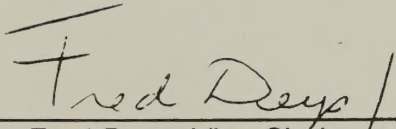
FINANCE AND ADMINISTRATION COMMITTEE FIFTH REPORT OF 1999

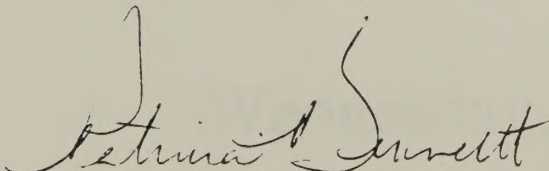
The Finance and Administration Committee presents its **FIFTH** Report of 1999 from its meeting held November 17, 1999 and respectfully requests approval of the following recommendation:

1. Review of Hospitality/Sales Functions

THE HOSPITALITY/SALES AND CLIENT SERVICES SECTIONS BE RESTRUCTURED ON A ONE-YEAR TRIAL BASIS EFFECTIVE 2000 JANUARY 1 AND CONCLUDING 2000 DECEMBER 31 AS FOLLOWS:

- A) THAT THE HOSPITALITY/SALES POSITION RESPONSIBLE FOR LOCAL SALES ACCEPTANCE BE TRANSFERRED FROM THE HOSPITALITY/SALES SECTION TO THE CLIENT SERVICES SECTION; and
- B) THAT THE TEMPORARY FULL-TIME EMPLOYEE CURRENTLY FULFILLING THE RESPONSIBILITIES ASSOCIATED WITH LOCAL ACCEPTANCE SALES BE RETAINED FOR THE TERM OF THE TRIAL AND TRANSFERRED TO THE CLIENT SERVICES SECTION; and
- C) THAT THE HOSPITALITY/SALES SECRETARY POSITION BE TRANSFERRED TO THE CLIENT SERVICES SECTION; and
- D) THAT THE CLIENT SERVICES REPRESENTATIVE POSITION CURRENTLY IN SALARY GRADE 11 (\$33,158.89 - \$38,993.76) BE RECLASSIFIED TO CLIENT SERVICES EXECUTIVE IN SALARY GRADE 12 (\$35,719.32 - \$41,980.12).


Mr. Fred Deys, Vice Chair / *ed*


Patricia Bennett, Secretary

Hamilton Health Sciences Foundation

P.O. Box 739 LCDI
Hamilton, Ontario L8N 3M8
Tel. (905) 522-3863
Fax (905) 577-8025

OCT 28 1999

Friday, October 15, 1999

HECFI
1 Summers Lane
Hamilton, Ontario
L8P 4Y2

Attention: Mr. Gabe Macaluso

*Gabe:
your support again this
season is greatly
appreciated!
Hale*

Dear Mr. Macaluso:

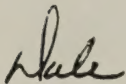
As you are aware our Boston Scientific "Open Heart Open VII" Golf Tournament was held on Wednesday, August 25th, 1999 at the Sundrim Golf Club.

Again this season the tournament was a tremendous success, attracting 268 golfers and raising over \$47,000 for the cardiac and vascular programs for the Hamilton Health Sciences Corporation and in particular, the Hamilton General Hospital.

The support we receive in the form of corporate sponsorship, corporate golf foursomes, tee and green sponsorships and prize donors who are directly responsible for the great prize table, are all reasons this tournament remains popular and provides us with the opportunity to raise these funds.

On behalf of the organizing committee please accept our sincere "THANKS", your support leads to our success.

On Behalf Of The Committee



Dale R. Hails
Chairman

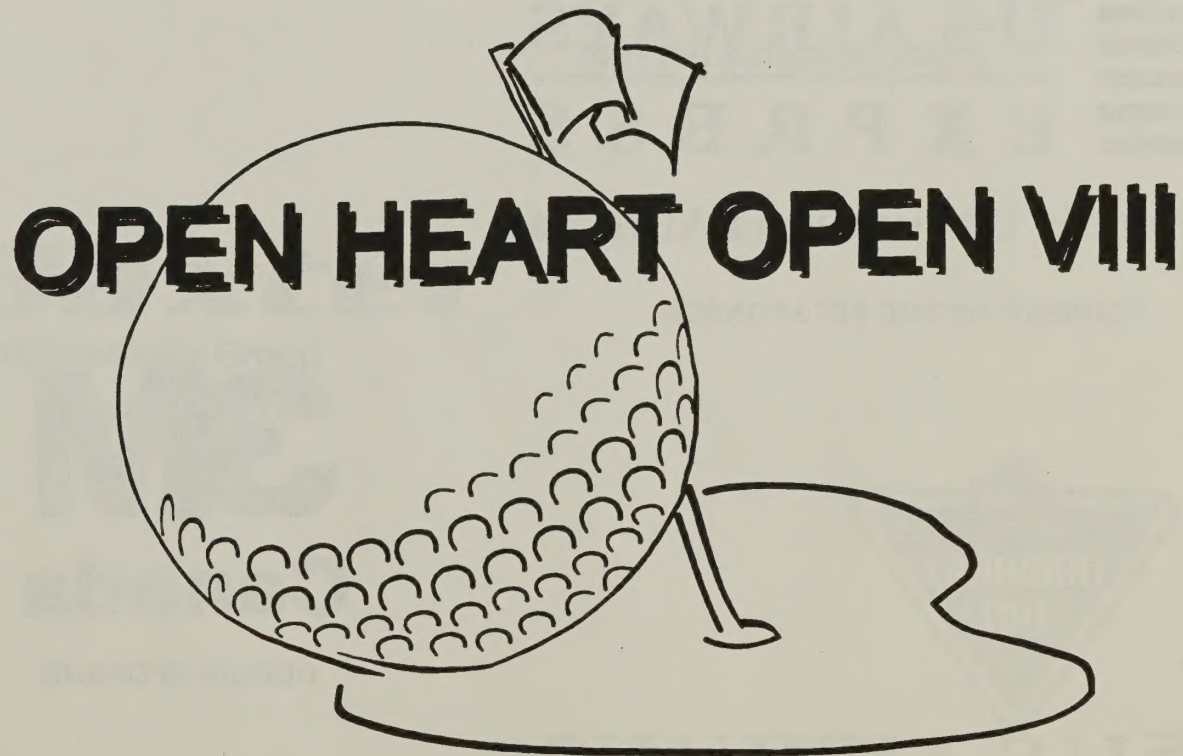
Support the Cardiovascular Program at the Hamilton General Hospital and . . .

MEND A BROKEN HEART



Boston Scientific

SCIMED

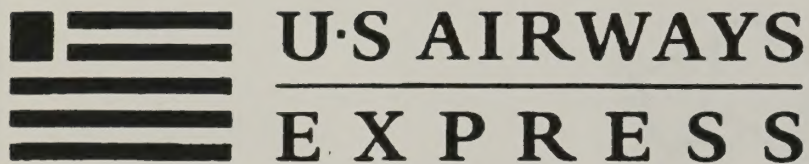


ALL PROCEEDS IN SUPPORT OF THE CARDIAC & VASCULAR PROGRAMS
AT THE HAMILTON HEALTH SCIENCES CORPORATION, HAMILTON GENERAL DIVISION

Wednesday, August 25th, 1999
Sundrim Golf Club

Boston Scientific SCIMED

OVERALL TOURNAMENT SPONSOR



Operated by Chautauqua Airlines

CLOSEST TO THE PIN SPONSOR



DINNER SPONSOR



AIRFARE TO BERMUDA



TOURNAMENT HOST



Medtronic

When Life Depends on Medical Technology

LUNCH SPONSOR

GUIDANT

DRIVING RANGE SPONSOR

Baxter

CardioVascular Group

OASIS SPONSOR



GOLF CARTS SPONSOR

ERNST & YOUNG

FROM THOUGHT TO FINISH.™

PUTTING CONTEST SPONSOR

THIS YEAR MARKS OUR EIGHTH ANNUAL "OPEN HEART OPEN" GOLF TOURNAMENT IN SUPPORT OF THE CARDIAC AND VASCULAR PROGRAMS AT THE HAMILTON HEALTH SCIENCES CORPORATION, HAMILTON GENERAL DIVISION.

THE FIRST TOURNAMENT WAS HELD IN 1992 WHEN WE WANTED TO HELP RAISE THE PROFILE OF THE *MEND A BROKEN HEART* CAMPAIGN. OVER THE PAST FEW YEARS, THANKS TO YOU, WE'VE RAISED MORE THAN \$160,000 AND HAD A WONDERFUL TIME DOING IT!

THE ORGANIZERS OF THE BOSTON SCIENTIFIC "OPEN HEART OPEN" WOULD LIKE TO EXTEND THEIR SINCERE APPRECIATION TO THE FOLLOWING:

- ♥ Airfare for two to Hamilton, Bermuda donated by **US Air**
- ♥ Accommodation in Bermuda donated by **Maureen & Del Moore**
- ♥ Airfare for two from Buffalo, New York to Washington, D.C. and all airfare for the Closest to the Pins (Hamilton to Pittsburgh, PA) courtesy of **US Airways Express, operated by Chautauqua Airlines**
- ♥ Open Heart Open Raffle:
 - ♥ Sligh Clock Company Grandfather Clock donated by **Kris Hails and Family** in memory of Dennis Hails and Janet Hails
 - ♥ Star Tac 3000 Wearable Telephone with one full year activation donated by **Cellular Concepts**
 - ♥ Esquire Golf Watch donated by **Ashley Jewellers**
- ♥ Photographs of each foursome are compliments of **Stryker Canada Inc.** These photographs were produced on equipment generously provided by **Hewlett Packard**
- ♥ Flowers provided by **Sharples Greenhouses & Nurseries**

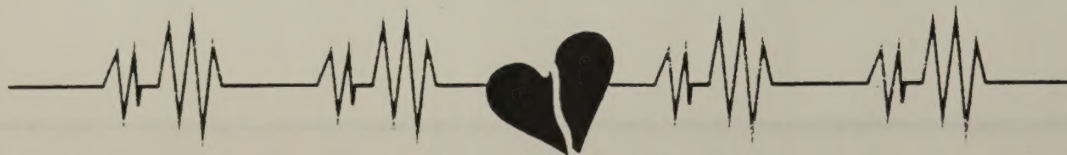
OPEN HEART OPEN COMMITTEE

BOB BAILEY
MARILYN FRENCH
DIANE KUWABARA
SHANNON HAILS

KRIS HAILS
NOEL ROBB
MARINA HAILS
HOWARD LAIDMAN

COLIN LYONS
COLLEEN HAILS
DON SHILTON
JEFF VALLENTIN

DALE HAILS - CHAIRMAN



WE WOULD LIKE TO RECOGNIZE THE ORGANIZATIONS THAT HAVE SUPPORTED THIS EVENT IN THE FORM OF PURCHASING A CORPORATE GOLF PACKAGE.

♥ Comstock Canada Ltd.

♥ Ernst & Young LLP

♥ Hewlett Packard

♥ Johnson & Johnson

♥ King Products Inc.

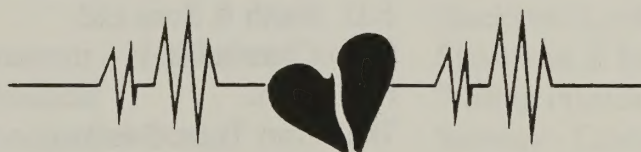
♥ Medtronic

♥ St. Jude Medical Canada

♥ Stevenson & Hunt Insurance

♥ Stryker Canada Inc.

♥ Zoll Medical



THE PURCHASE OF TEES AND GREENS BY THE FOLLOWING MEMBERS OF THE BUSINESS COMMUNITY HAS CONTRIBUTED GREATLY TO THE SUCCESS OF THE "BOSTON SCIENTIFIC OPEN HEART OPEN" AND HAS ALLOWED US TO RAISE ADDITIONAL FUNDS TO SUPPORT THE CARDIOVASCULAR PROGRAM AT THE HAMILTON GENERAL HOSPITAL.

Adam Clark

The Bank of Nova Scotia

Battlefield Advertising Specialties

Becton Dickinson

Canadian Hospital Specialities

CCS Computer Cable Systems

Creighton Service Centre ♥

Datex Ohmeda ♥

DuCharme, McMillen & Assoc.

Detail Heating

DD's Dollhouse

Every Scale

Group 8 Engineering

Hill Rom Canada ♥

Kimberly Clark ♥

Komet Medical

Laura Line Skin Care ♥

M&T Walls & Ceilings ♥

Mallinckrodt Canada

Medical Mart ♥

River Golf

Siemens ♥

Spacelabs Medical

T. Lloyd Electric

Trudell Medical ♥

Union Drawn Steel II ♥

Zimmer ♥

♥ represents those members of the business community who have purchased three tees/greens

THE SUCCESS OF ALL FUNDRAISING EVENTS HINGES ON THE SUPPORT OF THE BUSINESS COMMUNITY. THIS GOLF TOURNAMENT RECOGNIZES THE CONTRIBUTION OF THE FOLLOWING ORGANIZATIONS AND INDIVIDUALS. WE ENCOURAGE ALL PARTICIPANTS TO PATRONIZE THESE SUPPORTERS WHO HAVE SO GENEROUSLY DONATED PRIZES TO THIS EVENT!!!

102.9 K-Lite FM

A. A. Jones Optical Inc. – Hamilton

Abacus Pool Supply & Service - Willowdale

Ace Restaurant – Hamilton

Ace Tire – Stoney Creek

Adam Clark

The Ancaster Old Mill – Ancaster

Apple Auto Glass - Upper James, Hamilton

Aramark Facility Services

Arjo Canada Inc.

Avondale Video - Stoney Creek

Axion Insurance Services

Bob and Pat Bailey

Mr. Sam Bantick

Bard Canada

Barnes Environmental International

Battlefield Advertising Specialties

Baxter Corporation

Beauty Counselors of Canada Inc.

Becton Dickinson

Bill Griner Clothiers for Men – Thornhill

The Black Bull – Burlington

Body Waves – Caledonia

The Bombay Company – Willowdale

Bristol Meyers Squibb – Convatec

Buckler Insurance Service Ltd. – Thornhill

CCS Computer Cable Systems

CIBC

CHML/Y95.3FM

Calderone's – Willowdale

Canadian Hospital Specialties

Carsen Group

Cavalier Bath Boutique – Willowdale

Chaps Ralph Lauren – Toronto

Charles Jones Industrial Limited

The Cleaning House

The Coach House Gift Shop – Caledonia

Cold Metal Products Company

Comstock Canada Ltd.

Cook Canada Inc.

Corbett's Limited Editions – Stoney Creek

The Cornerstone Tap & Grill – Caledonia

Cotton Candy

Creighton Service Centre – Hamilton

Crystal Auto Glass – North York

Cumis Insurance

Depuy Canada

Dell Pharmacy – Hamilton

Diamond Sun Tanning - Hamilton

Diversey-Lever

Dofasco Inc.

Dofasco Retiree's Association

DuCharme, McMillen & Associates

Dynamic Golf – Burlington

E.D. Smith & Sons Ltd.

Ecko Canada Inc.

Ecolab Ltd.

The Effort Trust Company

Ernst & Young

Facets Jewellery & Gifts – Caledonia

Federal Express

The Finnish Place – Toronto

Flamboro Downs

Flowering Crab Woodcrafts – Caledonia

Foran's Marine – Grimsby

Forbes Ford – Grimsby

The Forbidden City – Hamilton

The Framing & Art Centre – Hamilton

Gail Johnstone Engraving

Gentek Building Products

Golfer's Den – Hamilton

Marie Graham

Gramma Willie's Restaurant – Hamilton

Grand & Toy – Jackson Square, Hamilton

Guidant Canada

Guillevin International

Hagersville Jewellers

Halton Business Institute

Hamilton & District Chamber of Commerce

Hamilton Bulldogs Hockey Club

Hamilton Entertainment & Convention

Facilities Inc. (HECFI)

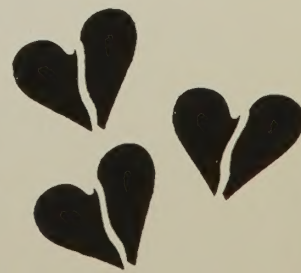
Hamilton Health Sciences Corporation

Hamilton Monogram & Embroidery



The Hamilton Spectator
 Hamilton Store Fixtures
 Harris TV – Mount Hope
 Hewlett Packard Ltd.
 Home 'N Hearth – Caledonia
 Hutch's on the Beach
 Hutch's at Pier 4
 I. Waxman & Sons Ltd.
 Indigo – Burlington
 Jack Astor's Bar & Grill – Ancaster
 JMG CompuSmart
 Johnson & Johnson
 Junors – Willowdale
 KCI Medical Canada
 The Keg – Hamilton
 Kelsey's – Stoney Creek
 Kilty B's Hockey Club – Mr. Bob Nichols
 Kim Richardson Transportation
 Knollwood Golf Club
 KPMG Peat Marwick Thorne
 Labatt Canada
 La Spaghet Italian Restaurant – Hamilton
 Laura Line Skin Care Products
 Lawrence's Sporting Goods - Caledonia
 G. Loomis Canada/L.G. Custom Tackle
 Mallinckrodt Canada Inc.
 Martin's Steak House
 W. R. McCallum Insurance
 McDonald's – Caledonia
 McGinnis Landing Restaurant – Mississauga
 Medbuy Corporation
 Medical Mart Supplies
 Medtronic of Canada
 Michael Evers Financial Services – Caledonia
 Modern Nail Salon
 Molson
 Mountain Saturn of Hamilton – Ron E. Kebic
 Natural Healing Clinic
 The Old Stone Shop, Rick Manners – Grimsby
 OnTV
 PAFCO Insurance – Toronto
 Paramount Hardware Inc.
 Parkdale Chiropractic Clinic
 Patrick's Hair Design – Caledonia
 PeopleSoft Canada Inc.
 Peterbilt of Haldimand
 Marilyn Phillips independent beauty consultant Mary Kay cosmetics
 Piatto Ristorante – Mississauga
 R&N Dostal Pharmacy Ltd. – Caledonia
 Re/Max Escarpment Realty – Linda Anderson
 Re/Max Escarpment Realty – Carol Kindree
 River Golf, Don Greville – Hamilton

Rod Goodes Golf Shop – Westdale
 Royal Bank of Canada
 Roz Rumball independent beauty consultant Mary Kay cosmetics
 Ruffin's Pet Centre – Caledonia
 Salon L'image/Nouveau Esthetics
 Schreiber Brothers
 Serca Foodservice Inc.
 Shaw Festival
 Sherwood Hairstyling
 Shopper's Drug Mart – Upper Gage, Hamilton
 Siemens
 Siemens Westinghouse Inc.
 Simpson, Wigglesworth Barristers & Solicitors
 Sims Canada
 Smith & Nephew
 Source Medical
 Spacelabs Medical
 Sports Obsession! – Eastgate Square, Hamilton
 St. George Arms – Caledonia
 St. Jude Medical Canada
 Stackpole Limited
 Stevenson & Hunt Insurance
 Stirling Print All
 Subway - Caledonia
 Sulzer Medica
 Summit Technologies
 Sundrim Golf Club
 Swiss Chalet – Upper Ottawa St., Hamilton
 Synthes Canada
 The New You – Caledonia
 Theatre Aquarius
 Thermo Sealed Castings Ltd.
 Thirty Bench - Beamsville
 Tire Tech
 Trudell Medical
 Tru-Sport - Willowdale
 UAP Caledonia
 UCAR Inc.
 Union Drawn Steel II
 Unique Unveilings
 Upper Canada Sports
 Video Shop & Balloonary – Caledonia
 Vitalaire
 Wabco
 Wally Parr Meats
 Winegard Motors – Caledonia
 Wood Gundy – Patrick Hickey
 Wright's Fuels of Hagersville
 Zehr's - Caledonia
 Zimmer



3

**HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.**

REGULAR MEETING OF THE BOARD OF DIRECTORS

**Wednesday, October 27, 1999
12:00 Noon
Hamilton Convention Centre, Room 314**

MINUTES

PRESENT:

Alderman T. Anderson, Chairman
Alderman B. Charters, First Vice Chairman
Mrs. M. Dow Second Vice Chairman
Alderman R. Corsini
Alderman B. Kelly
Ms. B. Campbell
Mr. R. Baboth
Mr. P. DeCaria
Mr. F. Deys
Mr. W. Ingleby
Mr. S. Monzavi
Mr. A. Skrypniak

ALSO PRESENT:

Mr. G. Macaluso
Mr. R. DiFilippo
Mr. J. Elder
Ms. D. Vivian
Mr. S. Farrauto
Mr. J. van den Heuvel

REGRETS:

Mayor R. Morrow
Mr. J. Nelson

1. Opening Remarks

The Chairman called the meeting to order at 12:15 p.m. His opening comments included reporting that groups sales for the Passion Play are in excess of 7,000; the new scoreclock will be installed in Copps Coliseum November 14th minus the video screens which will be installed on the 22nd of November; requirements for video production are complete.

2. Correspondence

MOVED by Alderman Charters, seconded by Alderman Kelly that

CORRESPONDENCE FROM THE EARL FAMILY, CHURCH OF THE LATTER DAY SAINTS, DUNSBY PROPERTY INSPECTIONS, AND THE CANADIAN ASSOCIATION OF CHIEFS OF POLICE, ALL COMMENDING HECFI FOR SUPPORT AND EXCELLENT SERVICE WAS RECEIVED.

MOTION CARRIED.

3. Minutes of Regular Meeting Held September 29, 1999

MOVED by Alderman Corsini, seconded by Ms. Campbell that

THE MINUTES OF THE REGULAR MEETING HELD SEPTEMBER 29, 1999 BE APPROVED.

MOTION CARRIED.

4. Business Arising From the Minutes

Nil

5. Reports

5.1 Financial Summary for the Nine Month Period Ended September 30, 1999

MOVED by Mr. Baboth, seconded by Mr. Ingleby that

THE FINANCIAL SUMMARY FOR THE NINE MONTH PERIOD ENDED SEPTEMBER 30, 1999 BE RECEIVED.

MOTION CARRIED.

The Manager of Business Services presented the Financial Summary for the Nine Month Period Ended September 30, 1999, reporting an under-expended municipal contribution in the amount of \$403,800. This represents an increase of \$12,562 which arose primarily as a result of higher than anticipated revenues being generated at Copps Coliseum as a result of the Rodeo event.

During discussion the CEO reported that the year to date (as at September 25th) actual show and ancillary net profit/(loss) results after direct show costs for promotions/co-promotions for 1999 at Hamilton Place and Copps Coliseum are reported at \$506,475.55. Staff was commended for an extremely successful year .

Alderman Charters recommended that HECFI formally request the Joint Budget Steering Committee to review funding mechanisms for future capital budgets. It was

MOVED by Alderman Charters, seconded by Mr. Monzavi that

THE CHAIRMAN OF THE BOARD AND THE MANAGING DIRECTOR/CEO FORWARD A LETTER ON BEHALF OF THE BOARD OF DIRECTORS TO THE BUDGET STEERING COMMITTEE OUTLINING HECFI'S CONCERNS REGARDING FUNDING REQUIREMENTS FOR ITS CAPITAL BUDGETS BEYOND THE YEAR 2001; and

THAT CITY COUNCIL BE FORMALLY REQUESTED TO CONSIDER DESIGNATING THE CURRENT BUDGETARY SURPLUS AS WELL AS FUTURE SURPLUSES TO A RESERVE ACCOUNT DESIGNATED TO HECFI FOR FUNDING ITS CAPITAL PROJECTS.

MOTION CARRIED.

6. Private and Confidential

MOVED by Mrs. Dow, seconded by Mr. Deys that

THE MEETING MOVE INTO AN IN-CAMERA SESSION AT 12:30 P.M.

MOTION CARRIED.

MOVED by Mr. Skrypnjak, seconded by Mr. Monzavi that

THE IN-CAMERA SESSION BE ADJOURNED AT 12:31 P.M.

MOTION CARRIED.

7. New Business

Nil

8. Other Business

Nil

9. Date of Next Meeting

Wednesday, November 24, 1999

10. Adjournment

The meeting adjourned at 12:31 p.m.

TAKEN AS READ AND APPROVED

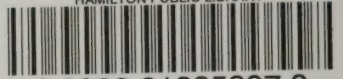
Alderman T. Anderson, Chair

Patricia Bennett, Secretary



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